



LINDA A. KELLEHER  
CITY CLERK

## CITY OF READING, PENNSYLVANIA

CITY COUNCIL  
ROOM 2-24  
815 WASHINGTON STREET  
READING, PA 19601-3690  
(610) 655-6204

August 28, 2007

Ms. Heather Dunkle, Purchasing Coordinator  
City of Reading  
Purchasing Division  
815 Washington Street  
Reading, PA 19601

Dear Ms. Dunkle:

The City of Reading City Council, at their Regular Business Meeting held on Monday, August 27, 2007, approved the following contract awards:

**Award of Contract-** to GeoDecisions, 1515 Market Street, Suite 2020, Philadelphia, PA 19102, to conduct a signs and signal inventory throughout the City of Reading. GeoDecisions submitted a total proposal price of \$122,047.60.

**Award of Contract-** to American Rock Salt Co., LLC, P. O. Box 190, Mt. Morris, NY, 14510, at a bid price of \$48.52 per ton for delivered salt and \$46.50 for picked-up salt for the Department of Public Works.

Sincerely,

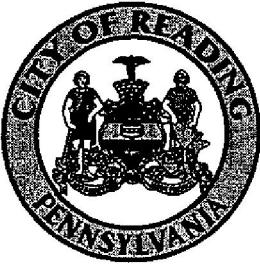
A handwritten signature in black ink, appearing to read "Linda A. Kelleher".

Linda A. Kelleher  
City Clerk

C: City Council  
Managing Director  
Solicitor



FAX: (610) 655-6427 TDD: (610) 655-6442



# AGENDA MEMO

## FINANCE DEPARTMENT

**TO:** City Council  
**FROM:** Heather Dunkle, Purchasing Coordinator  
**PREPARED BY:** Heather Dunkle, Purchasing Coordinator  
**MEETING DATE:** August 27, 2007  
**AGENDA MEMO DATE:** August 22, 2007  
**RECOMMENDED ACTION:** Awarding of Contract for Highway Rock Salt for the Department of Public Works.

### RECOMMENDATION

The recommendation is to award the contract to American Rock Salt Co., LLC, P. O. Box 190, Mt. Morris, NY, 14510, at a bid price of \$48.52 per ton for delivered salt and \$46.50 for picked-up salt for the Department of Public Works. American Rock Salt Co. is the low bidder to meet the specifications.

### BACKGROUND

Bids for Highway Rock Salt for the Department of Public Works were received on July 18, 2007. This bid was issued by the Berks County Cooperative Purchasing Council (BCCPC) with the City being the lead municipality in the bidding procedures. The BCCPC combined the requirements of fifty one (51) municipalities to achieve better pricing due to higher estimated quantities.

A copy of the Schedule of Bids is attached for your review.

### BUDGETARY IMPACT

The Department of Public Works and Accounting have confirmed there are sufficient funds in budget account code 35-07-00-4795 to cover the cost of the salt needed in 2007. Additional funding for 2008 has been requested in the 2008 budget. The City anticipates purchasing approximately 3,000 tons of highway rock salt in the 2007-08 season. This would generate an estimated expense between \$139,500.00 and \$145,560.00, depending on whether the salt is picked-up or delivered.

### PREVIOUS ACTION

None

### SUBSEQUENT ACTION

Formal action by Council is needed to award the contract at the August 27, 2007 meeting.

**RECOMMENDED BY**

Mayor, Managing Director, Directors of Public Works and Finance, Purchasing Coordinator, and the BCCPC.

**RECOMMENDED MOTION**

Approve/Deny the recommendation for the purchase of Highway Rock Salt in order that the contract may be awarded to American Rock Salt Co., LLC.

cc: File

## RECOMMENDATION MEMORANDUM

TO: Charles Jones, Public Works Director  
FROM: Heather Dunkle, Purchasing Coordinator  
SUBJECT: Contract – BCCPC Rock Salt

DATE: July 18, 2007

May we please have your recommendation on the award of the above listed bid. All bids are available for review in the Office of the Purchasing Coordinator. The completed form should be returned to the Office of the Purchasing Coordinator no later than **WEDNESDAY, JULY 25, 2007, AT 2:00 P.M.** Please issue a Requisition for the Contract in USL, if a recommendation is made.

1. After reviewing the bids, recommendation is made to award the contract to AMERICAN ROCK SALT CO. LLC who is the low bidder.
2. The above listed bidder meets or exceeds all City specifications for this bid YES
3. After reviewing the bids, recommendation is made to award the contract to \_\_\_\_\_ who is not the low bidder.  
Justification: \_\_\_\_\_
4. Reject all bids. Justification: \_\_\_\_\_
5. Budget Account Code and Total amount to be charged \$90,000 35-07-00-4795
6. I have checked with the Accounting Office and have determined sufficient funds are available in this account code  
OK
7. Amount remaining in this account code after the contract funds are encumbered. NONE
8. Is this item in the Capital Equipment/Improvement Budget for the current fiscal year? NO
9. What amount is listed in the Capital Budget? n/a
10. Is this bid for the entire project or is this a phase? entire

### APPROVAL TO AWARD CONTRACT TO ABOVE LISTED BIDDER:

Department Director Charles Jones  
OK 7/22/07  
PLEASE RETURN TO PURCHASING FOR THE EXECUTION OF BELOW SIGNATURES.

8/20/07  
Date

Director of Finance R. J. J.

8/22/07  
Date

Managing Director \_\_\_\_\_

Date

Mayor \_\_\_\_\_

Date

pc: John Giardiello, Traffic Engineer

July 18, 2007

To the Mayor  
City Hall  
Reading, PA

The following bids were opened and scheduled, with a Contract to be awarded or the bids rejected.

**BID NO. 7001-07 BERKS COUNTY COOPERATIVE PURCHASING COUNCIL BID  
FOR HIGHWAY ROCK SALT.**

**TO BE DELIVERED TO INDIVIDUAL MUNICIPALITIES**  
**AT THE LOCATIONS SPECIFIED**

**BIDDER**

**PRICE PER TON**

American Rock Salt Co., LLC  
P.O. Box 190  
Mt. Morris, NY 14510

\$48.52

Eastern Salt Company, Inc.  
15 Tyngsboro Rd.  
North Chelmsford, MA 01863

NO BID

Oceanport Industries, Inc.  
6200 Philadelphia Pike  
P.O. Box 608  
Claymont, DE 19703

\$58.99

International Salt Company, LLC  
655 Northern Boulevard  
Clarks Summit, PA 18411

\$63.89

**TOTAL FOR APPROX 18,530 TONS OF SALT**

<u><b>BIDDER</b></u>	<u><b>TOTAL PRICE</b></u>
American Rock Salt Co., LLC	\$899,075.60
Eastern Salt Company, Inc.	\$1,075,666.50
Oceanport Industries, Inc.	\$1,093, 084.70
International Salt Company, LLC	\$1,183,881.70

**TO BE PICKED-UP BY INDIVIDUAL MUNICIPALITIES AT THE STOCKPILE  
LOCATION SPECIFIED BY THE BIDDER**

	<u><b>PRICE PER TON</b></u>
American Rock Salt Co., LLC	\$46.50
Eastern Salt Company, Inc.	\$65.00
Oceanport Industries, Inc.	\$53.00
International Salt Company, LLC	\$63.00

HEATHER DUNKLE  
Purchasing Coordinator